

Message Text

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ACTION NEA-10

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UNCLAS ALEXANDRIA 0918

E.O. 11652: NA
TAGS: BEXP, EG
SUBJECT: LUMBER REQUIREMENTS FOR EGYPT SPECIAL HANDLING

1. CONGEN INFORMED TODAY BY MR. MAGDY EL DARDIRI,
CHAIRMAN AND MANAGING DIRECTOR OF SOCIETE COMMERCIALE
DES BOIS, 1, RUE SIT MISR, WARDIAN, ALEXANDRIA, EGYPT,
THAT HIS COMPANY IS INTERESTED IN IMPORTING EGYPT'S
LUMBER REQUIREMENTS FROM THE U.S., IF QUANTITIES,
DIMENSIONS AND PRICE ARE ACCEPTABLE.

2. MR. EL-DARDIRI EXPLAINED THAT THE SOCIETE COMMERCIALE
DES BOIS (A GOVERNMENT CONTROLLED COMPANY) IS RESPON-
SIBLE FOR SUPPLYING EGYPT WITH ALL OF ITS REQUIREMENTS
OF LUMBER WHICH TOTALS SOME 800,000 TO ONE MILLION
CUBIC METERS A YEAR. THIS QUANTITY, MR. EL-DARDIRI
EXPLAINED, IS EXPECTED TO DOUBLE OVER THE NEXT FIVE
YEARS AS A RESULT OF THE VAST HOUSING EXPANSION
PROGRAMS INVOLVED IN SADAT CITY, RAMADAN
CITY AND THE RECONSTRUCTION ACTIVITIES IN THE
SUEZ CANAL ZONE.

3. HOWEVER, AS THE COMPANY HAS NEVER HAD ANY TRANS-
ACTIONS WITH US FIRMS, THEY ARE PLACING A TRAIL
ORDER FOR 100 CUBIC METERS OF BEECHWOOD AS FOLLOWS:
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A) LENGTH: 50-95 CMS 30 PERCENT
100-170 CMS 40 PERCENT
180 CMS AND UPWARD 30 PERCENT

B) THICKNESS:
50/95 CMS 25MM 38MM 50MM 60MM 70MM 80MM 100MM
PERCENT 10 20 50 50 5 5 5
100/170CMS PERCENT 5 10 60 5 5 5 10

180 AND UP PERCENT 5 25 25 5 10 10 20

C) WIDTH: 15 CMS AND UP GIVING AVERAGE.

4. PRICE QUOTATIONS REQUESTED C AND F. ALL LUMBER SHOULD BE LENGTH BUNDLED. FULL LINER TERMS OTHERWISE U.S. COMPANY'S CONDITIONS.

5. SOCIETE COMMERCIALE DES BOIS IMPORTS ANNUALLY BETWEEN 120,000 TO 150,000 CUBIC METERS OF BEECH. EARLY THIS YEAR THE COMPANY CALLED INTERNATIONAL TENDER FOR SUPPLY FO 120,000 C/M OF BEECH WOOD BUT ONLY 80,000 C/M WERE PURCHASED. A SECOND TENDER WILL BE CALLED LATER THIS YEAR FOR SUPPLY OF THE BALANCE OF 40,000 C/M.

6. THE COMPANY IS ALSO INTERESTED IN A JOINT VENTURE AGREEMENT WITH A U.S. FIRM FOR MANUFACTURING DOORS AND WINDOWS, HOUSEHOLD AND OFFICE FURNITURE FOR THE LOCAL MARKET AND FOR EXPORT. THIS OPPORTUNITY HAS BEEN REPORTED BY AIRGRAM IN ACCORDANCE WITH 10 FAM 948.

7. IN VIEW OF THE VAST OPPORTUNITY FOR U.S. LUMBER SALES IN EGYPT, THE DEPARTMENT IS REQUESTED TO ALERT MAJOR U.S. LUMBER FIRMS. SMALLER CONCERN WILL NOT BE ABLE TO COMPETE ON THE EGYPTIAN MARKET IN VIEW OF THE STIFF COMPETITION FROM EUROPEAN COMPANIES.

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8. AT CURRENT WORLD PRICES TIMBER TRADE SOURCES HERE ESTIMATE THAT TIMBER FROM U.S. COULD BE IMPORTED BELOW PREVAILING OPEN MARKET PRICES, HENCE CONGEN WILL COMPILE A LISTING OF EGYPT'S REQUIREMENTS OF LUMBER FOR 1978 INCLUDING TYPES, DIMENSIONS, PACKING REQUIREMENTS AND TERMS OF PAYMENT.

9. ALL PURCHASES OF LUMBER WILL BE MAINTAINED THROUGH THE TENDER SYSTEM. THE PRESENCE OF AN EGYPTIAN AGENT IS A REQUIREMENT BY LAW.

CHASE

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Decapton Note:
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